



Buzzwords ...

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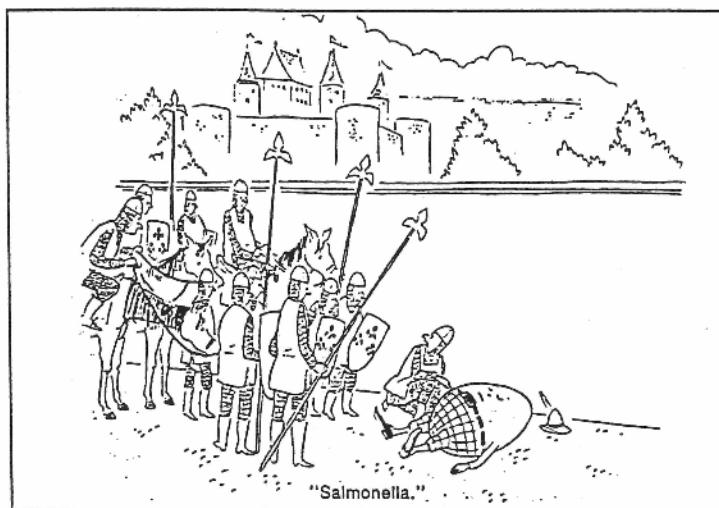
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..... the newsletter for National Beekeepers' Association members

In this issue ...

Buzzwords No 25 November 1990

- * **Want to sell your honey?**
- * **Bees to the USA**
- * **South Island MAF service**
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US PRICES KEPT LOW

This month's article is quite different. For some time now New Zealand exporters have been meeting price resistance in our European markets as a consequence of subsidised US honey offered at low prices. The executive and Mr Percy Berry of Arataki Honey are doing their best through trade and diplomatic channels to put an end to the high subsidies paid to US producers which are responsible for holding down world honey prices.

That we have not yet been successful is illustrated by the following fax received on 25 September from a major European agent.

New Zealand Clover Honey

The mentioned price DM2,310.00 for New Zealand honey, c & f Hamburg is not reachable, because the Canadians

and Americans are offering their clover honey far more favourable. The most favourable offer comes from the USA, who are offering their clover honey at:

US \$1,300.00/mt, c & f European seaports which means converted DM 2,015.00/mt

The Canadian ask for a price of:

Canada \$ 1,640.00/mt or DM 2,214.00.

The buying interest of the German buyers is concentrated at the moment on the USA. I have to leave it up to you if you are able to adjust the price of New Zealand clover honey to the US price.

I trust that you are all enjoying the wonderful spring we are experiencing in this area.

Dudley Ward, NBA President

NEW MARKETING SERVICE

For sometime now it has been recognised that honey buyers are not always aware of what honey is for sale, and who is offering to sell at any one time. Nor do many producers have a means of making contact with potential buyers of their honey products.

The New Zealand Honey Packers Association is introducing a monthly circular to its 46 members, listing honey which beekeepers have advised they have available for sale. We are offering this new service to all beekeepers to assist you to market your honey. If you would like to make use of this system, then please send our Secretary (Mrs Barbara Bixley, P O Box 8016, Havelock North) the following information:

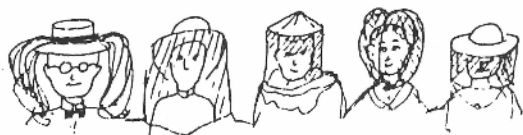
1. Your name
2. Postal address
3. Phone number
4. The amount of honey available for sale
5. The type of honey available
6. A payment of \$10.00 (Payable to New Zealand Honey Packers Assn). No GST is required. Members of the association pay only \$5.00.

Please note that no details of price or terms of sale are required as the buyer will contact you directly. All negotiations will be between you and the buyer - not through the Honey Packers Association.

To ensure the information is kept up to date a new list will be compiled each month. You will need to advise details and send payment for each month you wish to advertise. Circulars will be sent during the first week of each month and will include information received by the end of the previous month. The first circular will be posted 4 December, 1990.

The Packers Association is offering this service to beekeepers as a contribution towards Better Marketing - Better Prices for New Zealand honey. Our aim is to assist buyers and suppliers to keep in contact with each other and to ensure honey markets are fully supplied. I recommend this system as most worthy of your support.

Ian Berry, President - NZ Honey Packers Assn



BEEKEEPERS LINE-UP

CONTACT ADDRESS

The New Zealand Honey Packers Association is at

PO Box 8016
Havelock North
Phone (06) 8777300
(06) 8775400
Fax (06) 8775076

CHANGES IN THE SOUTH

Who and what is an Apiculture Services Manager (South Island)? The who? part is easy. Stephen Ogden; raised in South Otago, I attended the University of Otago completing a BSc. (Honours) degree majoring in zoology, followed by a doctorate studying the contribution of the honey bee to white clover pollination in Otago's high country.

The next two years were spent working as an apicultural research scientist with MAF Technology at Invermay (near Dunedin), working on pollen supplements and legume establishment in high country. Now I work for MAF Quality Management as their ASM for the South Island.

So what does an ASM do? The position carries the responsibility for coordinating the apicultural services provided by MAF to the beekeeping industry and to the government in the South Island. I will also be providing many of those services, particularly in the Canterbury district.

These include maintaining the Canterbury apiary register, as well as overseeing the Alexandra and Blenheim registers; coordinating our AFB inspection programme and administering the Apiaries Act; implementing the exotic disease surveillance programme in the South Island; coordinating our preparedness for the entry of an exotic bee disease; overseeing procedures for export certification of bees and hive products; providing consultancy services; and, until June 1991, spending 20% of my time completing some research projects.

Some of you may be confused about where I am based, where to send statements of inspection and who to advise about disease occurrences.

Until June 1991 I will be based at MAF Quality Management, Invermay Agriculture Centre, Private Bag, Mosgiel. You can contact me by phone at (03) 4893809 or fax at (03) 4893739 between 8 am and 4.30 pm. If you can't get me the day I don't mind you calling me at home but *please* restrict your call to 7-8 pm or 7-7.30 am.

After June 1991 I will be based at Plant Protection Centre, MAF Canterbury Agricultural and Science Centre, PO Box 24, Lincoln. The numbers there are phone (03) 253011 and fax (03) 252946. I will advise through *Buzzwords* when I have moved.

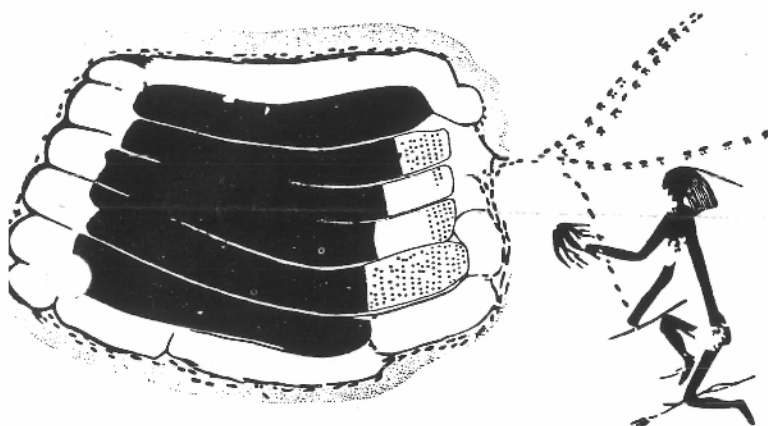
During the next few months I will be attending as many field days and branch meetings as possible to explain MAF services and my position.

By now you should all have received your statements of inspection for the Canterbury area; if you haven't please let me know! One of my first projects will be to get the register into shape. Many of you will see empty spaces next to many of the fields on the statements. Please give me as much information as you can, especially your updated phone numbers, location of hives on property, and landowner details. This information is vital for our inspectors to find the hives, or in the event of an exotic disease outbreak.

All Canterbury statements of inspection are to be sent to Lincoln. Helen Smith has the unenviable task of entering the data onto the register, but she is not able to answer any enquiries regarding the register or other apicultural problems, so please direct enquiries to me. Reports of AFB are to be made to me at Invermay.

For those of you who are in the Alexandra or Blenheim districts, the role of Matthew Sole and Dave Gruber has not changed. We will be working as a team to provide you with an improved, coordinated service.

Stephen Ogden, MAF Invermay



BRANCH NOTES

Hawkes Bay had their fifth annual disease on 3 November (early Guy Fawkes for some?). Their final meeting is on Tuesday, 27 November, in room N532 at the Hawkes Bay Polytech. This will be time for hearing about the inspection day and show display, and for a general social to wrap up 1990. Bring a supper contribution. Contact the secretary (88418 is the old number) for details of the meeting time.

They're ending the year with a knees up in the **Bay of Plenty**; a social evening on Saturday, 22 December. This will be a pot-luck tea and Christmas do. Put your brew of mead down now for the competition.

Successful diseasesathons have been held by three branches recently. Many beekeepers from the **Waikato**, **Bay of Plenty** and **Poverty Bay** branches gave time on recent Saturdays to help with disease inspection in their areas. All three branches found significant levels of neglect, both by hobbyists and commercial beekeepers. It seems that a lot of beekeepers are not looking at their hives even on an annual basis. Each inspection day turned up some AFB, with serious levels in Gisborne. MAF and local beekeepers are following up these outbreaks.

Thanks to all those beekeepers who took part, especially to those who did a lot more than their fair share of work. Thanks also to MAF for the considerable effort in arranging and co-ordinating these inspection days.

Branch secretaries, remember that Branch Notes is a good way to promote branch activities to members. You'll have to be organised, though. Our deadline for each issue is the 20th of the previous month, and the issue is posted in the first week of each month.

That means if you have a meeting in the first week of March, you'll have to get details to us by 20 January to make the February issue. We try not to publish notices for meetings that will have been held by the time members receive their issue of *Buzzwords*.

GENTLE REMINDER

We know that you're all busy at this time of year, but please remember your statements of hive inspection. These can be sent in as soon as your first round of inspections is done - you don't have to wait until the end of November.

The end of this month is the *latest* date for sending in S of Is. Please help reduce cost by meeting the deadline.

If you keep bees in a restricted beekeeping zone (Coromandel or eastern Bay of Plenty), remember to apply for a new permit before your present one expires (31 or 10 December respectively).

MAF apicultural unit

HONEY RECIPE

12 chicken pieces or a whole chicken
3/4 cup honey
3 tbsp melted butter
2 tbsp mustard powder
1 tbsp curry powder
salt and pepper to taste

Mix all ingredients together and pour over the whole chicken (or toss the chicken pieces into it). Add 1 tsp of grated green pepper, and bake in a covered casserole for 45 minutes at 150°C. Turn the chicken often. Serve hot or cold.

When you've finished don't throw the excess liquid away - use it as a tasty sauce to pour over microwaved sausages.

From Joyce Young of New Plymouth

BEEES TO THE USA

Objectors to letting kiwi queens enter the USA have come up with a new problem - Kashmir Bee Virus.

Half moon disorder was raised as objection but was discounted as a valid problem. Dr Shimanuki is also playing down the importance of KBV, saying that US bees probably have it anyway. Dr Denis Anderson of Australia will soon be checking samples of US bees to verify this.

Once the presence of KBV in US bees is confirmed, the official go ahead for importing New Zealand queens will be given.

MAF's Chief Veterinary Officer, Dr John Helstrom, raised the issue of bee importation from New Zealand at a recent meeting with USDA:APHIS officials.

New Zealand embassy, Washington DC

HELLO CLIVE!

Are you a fan of Saturday Night Clive? That's the programme shown on Sunday night (in New Zealand and Ireland), featuring a balding Australian with his "wonderwall".

The same concept is part of MAF's latest campaign to make the public aware of the hazards of importing biological material.

MAF isn't using bald Australians, but has a videowall showing the quarantine message. The show is going to shopping centres and Auckland airport, and is part of a programme including scratch cards, brochures and posters. Honey is again featured on one of the posters.

MAF border protection service



TRANS-TASMAN PASSENGER TRAVEL

MAF is involved in an inter-departmental and industry working party investigating possible methods of improving passenger facilitation between Australia and New Zealand.

A number of options including passenger pre-clearance and harmonisation of procedures leading to a "single border" (other than for quarantine purposes) are being considered.

The Australian Government has also established a working party to consider the issues, and the Australian and NZ working parties met recently in Wellington. Reports were submitted to the Australian and NZ governments on 1 October 1990.

EXPORTING

Want to share in the secrets of successful New Zealand companies? The Trade Development Board (TDB) is about to start spending \$4 million per year on workshop courses for management and employees designed to do just that. It's also establishing an awards system for recognising excellence in local firms. The TDB believes that the key is better marketing, quality control, good profit margins in chosen markets and lower interest rates to make new investment easier.

SUGAR SNIPPETS

New York prices for the first week in October ranged from 9.63 c/lb to 10.33 c. The market was quiet with commodity speculators concentrating on the more volatile oil trade.

The world sugar market seems to be oversupplied at the moment, so prices should be below 11.00 c at least until the speculators get back into the act.

HONEY

Prices paid to importers for bulk honey, duty paid, containers included, ex dock (US cents per pound. Multiply by 3.67 to get NZ cents/kg at 0.60).

East Coast USA, China, mixed floral, white,	49-50
Gulf ports USA, Yucatan, mixed floral, LA	46
West Coast USA, Australia, salvation jane, W	47.5
China, acacia, white	50
China, mixed floral, white	48
China, mixed floral, ELA	46 - 47
Mexico, mixed floral, LA	44

Canadian beekeepers are perceiving 46-50c/lb (\$NZ1.69 - 1.83/kg) for extra white honey, fob shipping point.

DEAD WASPS WANTED

MAF Ruakura are on the lookout for specimens of diseased wasps. They want to use them to develop germ warfare techniques.

Dr Hua Hock Goh is leading the search. Send any specimens of sick wasps in a jar to Plant Protection Group, MAF, Private Bag, Hamilton. Include details of the apparent extent of the disease and your name and address.

BELIEVE IT OR NOT

A hive entrance is normally a pretty busy place, and some German scientists have recently found out just how busy.

They set up a bee counter on a hive entrance and measured 20.6 million movements - 10.9 million exits and 10.7 million entries (the difference is due to the errors of the measuring device).

In July (mid-summer) there were over 6.2 million movements or an average of 200,000 per day. Peak activity was 700 bees per minute, at midday in June.

BUZZWORDS IS ...

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The views expressed in *Buzzwords* are not necessarily those of the National Beekeepers' Association nor of the Ministry of Agriculture and Fisheries.